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CONFIDENTIAL  
CON-GR

12 FEB 1988

MEMORANDUM FOR: Executive Director

VIA: Deputy Director for Administration

FROM:   
Acting Director of Logistics

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SUBJECT: FY 1987 Competitive Procurement Effort

REFERENCE: Memoranda for All Deputy Directors fm ExDir, dtd  
4 Feb 87, Subject: Increased Competition in Agency  
Procurements for FY 1987

1. This memorandum provides information concerning the fiscal year (FY) 1987 procurement program.

25X1

2. FY 1987 was the first year that competition goals were established by each directorate. Two directorates increased their percentage of actual competitive procurement actions; however, all directorates lost ground in the amount of dollars competitively awarded. Attachment A displays the FY 1987 program results. It should be noted, that there was a significant increase in the number of procurement actions completed in FY 1987, both competitive and noncompetitive. If one looks at the absolute numbers, there was an overall increase of 233 competitive procurement actions over FY 1986.

25X1

3. The Office of Logistics requests that the Executive Director reissue the challenge to all directorates to plan ahead and to work with contracting personnel to obtain the greatest value for Agency dollars spent. Memoranda initiating the goal-setting process for FY 1988 appear as Attachment B herewith for your signature.

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4. The Office of Logistics will provide quarterly progress reports to all directorates and offices with at least 10 contract actions and \$100,000 in obligated dollars on a cumulative basis.

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**SUBJECT: FY 1987 Competitive Procurement Effort**

These reports will provide statistics for competitive and noncompetitive actions and support information.

5. We can improve the competitive process in FY 1988 with your continued support for this Agency-wide effort.



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**Attachments**  
**A and B**

SUBJECT: FY 1987 Competitive Procurement Effort

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Retyped [REDACTED] (12 Feb 88)

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